

## EXECUTIVE APPROVAL FORM

### SECTION I - Approval Requests

#### HQAPP Requests:

#### TIER 1 Requests:

1. Customer: T Mobile USA - Please approve one-time application discount of 45% (15% ebiz + 30%) on iLearning hosted subscription for 2414 named users (yearly subscription).and Oracle learning Network (OLN) subscription for 75 named users (yearly subscription). Average customer spend with Oracle is 2 Million annually.

#### TIER 2/3 Requests:

- 1.
- 2.

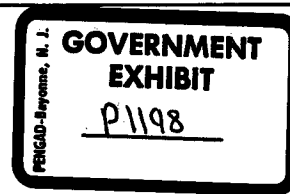
#### Previously approved requests (include date of approval):

- 1.
- 2.

### SECTION II – Deal Summary:

| Deal Summary                            |   |
|---|---|
| Programs                                | iLearning hosted subscription for 2414 named users @ \$48/user = \$115,872 List Less 45% = \$63,729.60 NET FEES (Hosted) Support Fees Included<br><br>Oracle learning Network (OLN) subscriptions for 75 named users @ 349/user(at 45% discount): Net Fees: 14,396.25 |
| License Discount                        | 45% (15% ebiz + 30 %)   |
| Support Discount                        | N/a   |
| Comp & Admin Discount                   | N/a   |
| Phased Implementation for Comp & Admin? | N/a   |
| Support Options/Holds                   | N/a   |
| Price Holds                             | N/a   |
| List License                            | \$115,872   |
| List Support                            | NA (Subscription service)   |
| List Comp & Admin                       | NA  |
| Net License                             | \$63,729.60   |
| Net Support                             | NA (Subscription service)   |
| Net Comp & Admin                        | NA  |
| Net Total Price                         | \$63,729.60 + 14,396.25 (OLN) = \$78,125.25   |
| Price List Used                         | March 24, 2003  |

| Customer History - Existing Price Holds    |     |
|--|-----|
| Existing contractual discount (price hold) | N/a |
| Date of Price List for price hold          | N/a |



|   |     |
|---|-----|
| When does price hold expire?  | N/a |
| Price hold program categories (database, server, erp, crm, hr/payroll, app suite) | N/a |
| Name of Agreement if applicable   | N/a |

**SECTION III - Justification:**

Please approve 45% discount on iLearning hosted subscription for T Mobile USA. Customer wants to rollout IT training for DBA divisions across organization and we are trying to push this into Q4, meet budget constraints and avoid competition. Customer has agreed to move forward with this in Q4 if we gain approvals.

Customer will also rollout OLN training via their own instance of iLearning to provide IT training globally. The discount concession by Oracle will enable the customer to acquire the necessary Licenses in May and jump start this project.

\*\*Average customer spend with Oracle is 2 Million annually.

Competitive situation - Currently T-Mobile is an SAP & Peopsoft Shop – looking at a peoplesoft option for online learning – however customer has committed to Oracle solution if discount approved - Oracle currently has no Application presence and this deal would allow us to begin an application foothold in the account.

**Recommendation:** *(leave blank for HQAPP to fill out)*

**Submitted By:**

**Field RM name if submitted by iSD: Jim Rooney**

R: *(leave blank for HQAPP to fill out)*

C:

L:

A:

BP:

\*\*\*\*\*

**SECTION IV – Computer and Admin Services:***(Delete this section if not applicable)*

**If Computer and Administration Services or Administration Services are being ordered please provide information below:**

|   |   |
|---|---|
| Does this deal include Phased Implementation? no  |   |
| License minimums met at each implementation phase?yes   |   |
| Is customer purchasing the Ebusiness Suite? If so what is the total employee population?no  |   |
| Is the 20% rule met in each phase?n/a   |   |
| Is the 10% professional user rule met in each phase?n/a   |   |
| Computer and Administration or Administration Services hosting minimums met at each implementation phase? Yes (\$6,000 monthly for C&A and \$4,000 monthly for Admin)                       |   |
| Standard Ordering Document Terms? Yes   |   |
| Standard pricing? Yes   |   |
| Is Customer using the Certified Configuration (applies to Admin only)? Yes  |   |
| Administration Services or Computer and Administration Services:  |   |
| Applications or Technology or both: both  |   |
| Customer email address (required): RANDY.ZAAROUR@T-MOBILE.COM   |   |
| Service Implementer (required): OCS   |   |
| For existing licenses - (NOTE: Validation of existing licenses and support must be obtained from licmgmt@us.oracle.com)   | CSI Number _____<br>Original License Agreement _____<br>Original Order Entry No. _____<br>Date of Original License Purchase _____ |
| Are additional users being purchased for applications that are already hosted?no  |   |
| Is this purchase of Administration Services or Computer and Administration Services by a customer who is purchasing Outsourcing for additional products which were not previously hosted?no |   |
| Are any self-service apps for use outside the firewall being purchased?no   |   |
| Did customer purchase FastForward OnLine Financials RPM (5 day implementation preconfigured general ledger)?no  |   |
| Is customer purchasing an iLearning Subscription?Yes  |   |

**SECTION V – Ordering Document Details****Instructions - Fill in all sections completely.**

**APPROVAL REQUIREMENTS** - Refer to the Approval Matrix at <http://esource.oraclecorp.com>

**PRICING REQUIREMENTS** – Refer to Price List and Price List Supplement for minimums and prerequisites.

**PRICING SPREADSHEET** – Include a pricing spreadsheet showing all products, quantities, license types, pricing, and discounts. Indicate if discount for drafting contract differs from approved discount.

**MIGRATIONS** - If your deal contains a migration, you must submit a Migration Worksheet to the ELM (eBusiness License Migrations) team. Refer to <http://nafo.us.oracle.com> under the Contract Management tab and e-Business License Migrations header to download the spreadsheet and for additional information.

**Note: All business approvals & quotes are valid through the quarter they were approved, unless a formal RFP or Tender requires a longer validity period.**

| General Information   |   |
|---|---|
| Contract requested by (insert date):<br>After all approvals are obtained - Allow 24 hours for standard contracts and 48 hours for non-standard contracts. | Derek Cordon 5/26/2003  |
| Opportunity I.D. (OSO Number):  | 1029595   |
| Deal Structure (indicate Direct, Pass-Through, Sublicense, or Trial License):   | Direct  |
| Is this deal the result of a compliance issue that LMS has been involved in?  | <input type="checkbox"/> Yes<br><input checked="" type="checkbox"/> No  |
| Does deal contain new licenses with an <i>approved</i> non-supported license type (i.e. metric is not nor ever has been on Oracle's price list):          | <input type="checkbox"/> Yes (specify non-supported license type and eBusiness license type used to determine conversion)<br><input checked="" type="checkbox"/> No |
| Quote Valid Through (insert date):  | May 31, 2003  |
| Partner (insert name, if applicable)?   | Margin or % of net license fees <u>N/A</u>  |
| VAD (insert name, if applicable)?   | Margin or % of net license fees <u>N/A</u>  |
| PARTNER PAYMENT: If this is a direct deal, does it involve a Partner Referral Fee?  | <input type="checkbox"/> Yes<br><input checked="" type="checkbox"/> No  |
| If yes, specify payment type:   | <input type="checkbox"/> Applications Affiliate Fee<br><input type="checkbox"/> ROP Fee ( <i>GB Use Only</i> )  |
| MIGRATIONS OR UPDATES:  | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No   |
| PREMIUM SERVICES:   | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No   |
| INCIDENT PACKS:   | <input type="checkbox"/> Yes <input checked="" type="checkbox"/> No   |
| INTERNATIONAL:<br>Requires an International Notification Form to be forwarded to your manager, contract specialist, and NASINFO or OGEHINFO.              | <input type="checkbox"/> Yes<br><input checked="" type="checkbox"/> No  |
| Payment Terms:  | <input type="checkbox"/> Net 30<br><input type="checkbox"/> Other (Specify) _____   |
| Referenced Agreement:   | <input type="checkbox"/> New OLSA<br><input type="checkbox"/> Other (Specify) _____   |

| Customer and Administrative Information – all fields must be filled in |   |
|--|---|
| <b>Customer's EXACT Legal Name:</b>                                    | T-Mobile  |
| Business Address:  | 3605 132 <sup>nd</sup> Ave, Ste 100   |
| City / State / Zip:  | Bellevue, WA 98006  |
| Customer Contract Admin:   | STEVE EBLING  |
| Phone #:   | 425 378-4000  |
| Fax #:   |   |
| E-mail ID:   | STEVE.EBLING@T-MOBILE.COM   |
| <b>Billing Contact:</b>  | Same as above   |
| (Partner/VAD if Indirect):   |   |
| Address:   |   |
| City / State / Zip:  |   |
| Phone #:   |   |
| Fax #:   |   |
| E-mail ID:   |   |
| Tax Status :   | Exempt ____ (Need certificate for ship to state if not on Oracle's Tax Exemption Log) |
|  | Non-Exempt <u>x</u>   |
| <b>Shipping Contact:</b>   | Same as above   |
| Address:   |   |
| City / State / Zip:  |   |
| Phone #:   |   |
| Fax #:   |   |
| E-mail ID:   |   |
| <b>Technical Support Contact:</b>                                      | Randy Zaarour   |
| Address:   |   |
| City / State / Zip:  |   |
| Phone #:   |   |
| Fax #:   |   |
| Email ID:  | RANDY.ZAAROUR@T-MOBILE.COM  |
| <b>Partner Name (Indirect):</b>  |   |
| Address:   |   |
| City / State / Zip:  |   |
| Contact Admin:   |   |
| Phone #:   |   |
| Fax #:   |   |
| E-mail ID:   |   |

| Education (EPPC)                 |          |
|----------------------------------|----------|
| Education Prepaid Credit Amount: | \$ _____ |
| Education Discount:              | _____ %  |
| Education Revenue:               | \$ _____ |
| Education Sales Rep:             |          |

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**PROCESSOR/NAMED USER PROGRAMS/COMPUTER PROGRAMS (REQUIRED INFORMATION)**

Make and Operating System required for each program:

Make:

OS:

PROGRAMS:

.....

| Applications   |     |                                       |    |
|--|-----|---------------------------------------|----|
| Will applications be modified:                             | Yes | <input checked="" type="checkbox"/> x | No |
| Will users be accessing modified Apps from the web:        | Yes | <input checked="" type="checkbox"/> x | No |
| Have all prerequisites been included:                      | Yes | <input checked="" type="checkbox"/> x | No |
| Will users use Fast Forward RPM:                           | Yes | <input checked="" type="checkbox"/> x | No |
| Will applications be hosted:                               | Yes | <input checked="" type="checkbox"/> x | No |
| Indicate database that Apps will run on:                   |     |                                       |    |
| Indicate CSI for existing prerequisite database and tools: |     |                                       |    |

| Options not requiring HQAPP, Tier 1, or Tier 2 Approval |  |
|---|--|
| (1)   |  |
| (2)   |  |
| (3)   |  |
| (4)   |  |

| Internal Administrative Information |   |
|-------------------------------------|---|
| Applications Sales Manager          | Derek Cordon  |
| Technology Sales Manager            | Steve Greer   |
| Account Manager                     |   |
| OD Tech Rep                         | Ara Archouniani   |
| OD ASR                              | Warren Parti  |
| iLearning Sales Rep                 | Mary Beth Miller  |
| Premium Support Rep                 |   |
| Migrations Manager                  |   |
| Is there a teaming agreement?       | ____ Yes (if yes, list all appropriate reps)<br>No            |
| Requester:                          | Name: _____<br>Business Telephone: _____<br>Cell Phone: _____ |